

Subject: RE: Neopost Lease
From: Lena Mulhall <lmulhall@ccala.org>
Date: 06/23/2017 02:34 PM
To: Suzanne Holley <sholley@downtownla.com>
CC: Jessica Lall <jlall@ccala.org>

I haven't had a chance to speak with Jessica in detail, but I don't think our volume warrants equipment of this nature. I think we could look into either stamps.com or a very basic meter of \$25/month.

From: Suzanne Holley [mailto:sholley@downtownla.com]
Sent: Friday, June 23, 2017 12:05 PM
To: Lena Mulhall <lmulhall@ccala.org>
Cc: Jessica Lall <jlall@ccala.org>
Subject: Re: Neopost Lease

Thanks for forwarding Lena. We are not be leasing postage equipment.

Suzanne

On Jun 21, 2017, at 2:26 PM, Lena Mulhall <lmulhall@ccala.org> wrote:

Hi Suzanne and Jessica,

As part of our separation, I met with Neopost (postage machine vendor) about our options. As it stands, our lease is up on August 24, 2017. The lease is currently under CCA and monthly payment for existing machine is \$365.00/mth. for 63 months. Neopost is offering a promotion thru 6/26/17 and will reduce the monthly payment to \$355 for the newest version of our machine and same 63 month term. Since CCA's volume doesn't warrant the machine we currently have, it would make most sense for DCBID. CCA could get away with a handfed machine as per below.

The vendor has included a lease agreement for both CCA and DCBID should we wish to move forward with the recommended machines. Please note that we need to respond by 6/26/17 to take advantage of the discount. I have the brochure at my desk for the new machines should you wish to review.

- **Downtown Business Improvement District**
Mailing equipment: IN600AF (automatic feed) w/ 5 lb scale for 63 mo: **\$355.00**
- **Central City Association of Los Angeles**
Mailing equipment: IN600HF (hand fed) w/ 5 lb scale for 63 mo: **\$296.06**

Suzanne, our sales rep.'s contact info. is provided below should you wish to contact her directly.

Please let me know your thoughts.

Best,

Lena

From: Lovett, Jolene [<mailto:J.Lovett@neopost.com>]

Sent: Tuesday, June 20, 2017 4:58 PM

To: Lena Mulhall <lmulhall@ccala.org>

Cc: Berduo, Franco <F.Berduo@neopost.com>

Subject: Neopost

Hi Lena,

Thank you for taking the time to meet with me and Franco today. We appreciate it!

Per your request, I have attached the two lease agreements for the following:

- **Downtown Business Improvement District**

Mailing equipment: IN600AF (automatic feed) w/ 5 lb scale for 63 mo:
\$355.00

- **Central City Association of Los Angeles**

Mailing equipment: IN600HF (hand fed) w/ 5 lb scale for 63 mo:
\$296.06

Please sign, scan, and email me the lease agreements before **6/26/2017** to take advantage of the promotional savings. If you have any further questions, please feel free to reach out to me. Otherwise, I look forward to working with you in the future. J

Regards,

Jolene Lovett

Senior Account Executive

Neopost Southwest District

1843 Western Way| Torrance, CA 90501

Phone: 310.533.9933 ext. 83624

j.lovett@neopost.com | www.neopostsw.com

<image001.jpg>

Food For Thought: While Neopost is best known for their physical mail expertise, we have evolved into a major player in digital communications and shipping automation. In addition, to offering an extensive range of mail center equipment, Neopost offers solutions to help businesses maintain high-quality customer contact data, deploy electronic document delivery, and apply cost-saving, enterprise-wide shipping controls.

<Downtown Business Improvement District MailFinance-Agreement-District-2-Page-2016.pdf>

<CCAMailFinance-Agreement-District-2-Page-2016.pdf>